Focus Program Enrollment Form - Period : October 31, 1994 through April 28, 1995

51846 5830

Updated Through Last Input : 11/2/94

Ship-to Account Name: [redacted]

Ship-to Account Number: [redacted]

Plan Participation: (Check AorB) **Plan A** [redacted] **Plan B** [redacted]

Participant Signature | Buyer (Title) | 11/3/94 (Date)

Important - Read Before Signing

By signing above, Customer agrees:

* to participate in the R. J. Reynolds FOCUS Program for the current Program Period with a Base share-of-market, and beginning cigarette inventory as set forth below and to accept and abide by all Program requirements, including the Program Rules and Procedures;
* that information it provides to RJR pursuant to the FOCUS Program will be accurate, correct and complete and that cigarette sales reported will be bona fide sales;
* that RJR may in its discretion audit its books and records relating to information submitted pursuant to the FOCUS Program and/or conduct a physical count of its cigarette inventory and Customer will provide reasonable access to RJR for such purposes; and
* that providing false or incorrect information to RJR can cause Customer to be disqualified from participation in the FOCUS Program during the current and future Program Periods.

RJR Base SOM	[redacted]
Account Inventory (Cartons) [redacted] Date	(Inventory supporting documentation must be by UPC for all brands and manufacturers)
RJR Full Price Brands	[redacted]
RJR Savings Brands	[redacted]
Total RJR	8,003
PM	[redacted]
B&W	[redacted] 3,622
Lor	[redacted] 4,399
ATC	[redacted] 2,850
Lig	[redacted] 649
Other	[redacted]
TOTAL	35,055

R. J. Reynolds Tobacco Company

Senior Chain Account Manager (Title)

11/3/94 (Date)

Source: https://www.industrydocuments.ucsf.edu/docs/tkky0000